

To: 1710 - Pittsburgh ROU, 1110 - Boston ROU(PROVENL), 6210 - Chicago ROU,
2610 - Dallas ROU, 6710 - Detroit ROU, 1210 - New York ROU (ALVICHA),
5810 - Houston ROU (HOWARDC), 5410 - S. California ROU (PECKHAK),
1310 - Philadelphia ROU (METZG), 2310 - S. Florida ROU (FINKLEP),
1610 - Buffalo ROU (BRZEZIE), 2910 - Richmond ROU (YOUNGP)
From: Conroy, Marianna
Posted: 3/31/98 12:52
Opened: 4/1/98 8:34
Subject: Mobil June 1998 VAP

TO: ROUs

Please forward to applicable DMs, RMs, and Retail Reps. All KAMs and AMs have been copied on this.

Thanks,
Marianna Conroy
AM 2944
78002

CC: Forrey, Linda, Huff, C, Cobb, Roger A., Anaya, Monee, Brock, Kent G., Rumberger, J., Zecca, Anthony, Rodriguez, S J., Henderson, Russ, Schwalm, S, Robleto, Mario, Mallardi, J, Towns, Wendy, Rago, Joseph M., Letourne, Paul, Sullivan, Randall A., Torregrossa, Irene, Gesmundo, David J., Knudsen, Kraig D., Reuter, Diane E.
DDA:fc-822=m_a_askwith@email.mobil.com; O=SMTP; P=RJRT; A=RJRX400; C=US

Sales *Retail*
1221 —————— 20, 21, 22, 24, 25, 28
1222 —————— 20, 21, 23, 26, 28
1223 —————— 25, 26
1224 —————— 21
1225 —————— FCM
1226 —————— FC SC
1227 —————— MC PA
1228 —————— DR
1229 —————— RSM REM

51842 6545

R. J. Reynolds Tobacco Company

**Marianna Conroy
Account Manager**

Sent Via E-Mail

**5104 Chowan Avenue
Alexandria, VA 22312
(703) 256-3684
FAX (703) 256-3966**

March 31, 1998

**TO: ROU #1110, 1210, 1310, 1610, 1710, 2310, 2610, 2910, 5410, 5810, 6210
and 6710
(Please distribute to DMs, RMs, and Retail Reps w/Mobil
Responsibility)**

**RE: Mobil Oil Corporation -- Chain ID #0975-XX-XX
June 1998 VAP**

Ladies and Gentlemen,

Due to a commitment made by Mobil Corporate to their field, all snacks, candy, and tobacco distributions for the month of June 1998 have been canceled. However, *Mobil has made the concession that RJR VAP will not be canceled, simply postponed.*

Therefore, for your planning purposes, the June Doral B2G1F/B1G1F should be shipped the week of July 6th. (The exception to this are the Virginia locations, which will not be receiving this promotion at all.) The Salem Tear Tape allocation for June should be shipped during the same week of the July allocation, week of July 13. (In effect, all Mobil locations will receive 2 months allocation of Salem Sniped Product in one delivery.) Please adjust your Mobil 2nd Qtr Workplan Calendars accordingly.

KAMs/AMs with Mobil Oil District Responsibility should discuss this change with their contacts and also issue revised task requests, if applicable. KAMs/AMs with McLane Branch Responsibility should ensure this change is implemented.

51842 6546

Should anyone have any questions, please advise.

Sincerely,

Marianna

M. Q. Conroy
AM 2944

cc: Dave Gesmundo	Russ Henderson
Mike Askwith	Irene Torregrossa
Mario Robleto	Chris Huff
Suzanne Rodriguez	Randy Sullivan
Linda Forrey	Sharon Schwalm
Wendy Towns	Roger Cobb
Anthony Zecca	Kraig Knudsen
Jeff Rumberger	Monee Anaya
Joe Rago	Kent Brock
Diane Reuter	Paul Letourneau
Jim Mallardi	

51842 6547